

## Chambers, Liz

---

**From:** MURPHY, Virginia  
**Sent:** Wednesday, October 22, 1997 3:06 PM  
**To:** Chambers, Liz; HACKETT1, John  
**Cc:** Garman, Joe; Podraza, Ken; Whidby, Jerry; MEDAKKAR, Satish; OSBORNE1, Kevin; SCHULTZE, Robert  
**Subject:** RE: Massachusetts Pick-Up  
**Importance:** High

The excel spread sheet prepared by the M&SI group contains the following information for stores that have received shipments during the most recent four week period of those brand styles that we have not yet succeeded in collecting in Massachusetts.

Retail Account Number  
Store Name  
Store Address (including complete street address)  
County in which store is located (list includes only the 5 relevant counties)  
Trade Class  
The specific Brand Style shipped to the store

The excel file comprises more than 600 stores and a printout would be several hundred pages long.

John - if we sent this file to you and the TSMs electronically, are you capable of working with it to determine which stores should most appropriately be sampled? Alternatively, is there a preferred sort you would like me to request from M&SI? Thanks very much

---

**From:** Chambers, Liz on Tue, Oct 21, 1997 11:17 AM  
**Subject:** Massachusetts Pick-Up  
**To:** Murphy, Virginia  
**Cc:** Garman, Joe; Podraza, Ken; Whidby, Jerry; Hackett, John; Osborne, Kevin

Glinny, We need to know ASAP how many retail stores do we need to visit to justify attempt to comply? and would signing of the affidavit for each store visited but no packs purchased be ample documentation for this process? We

need the samples to be sent to us from MA in the time frame according to ISO 8243 which states "The cigarettes in the gross sample shall be obtained in as short a time as possible. This time should not exceed 14 d." The last day

the TSM's can purchase these cigarettes would be October 27, 1997. They started picking up some of these brands October 14, 1997. After the number

of stores visited (to justify attempt to comply) has been completed, an alternative sampling procedure will have to be used. This alternative sampling procedure, per ISO 8243, will then have to be relayed to the sales force.  
"Liz" Chambers